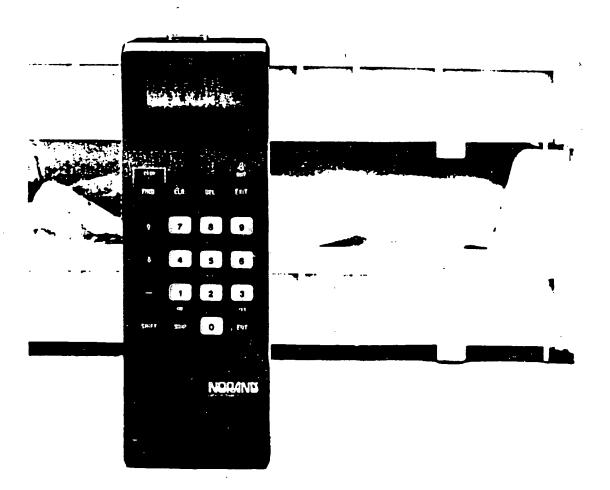
STEVEN E. KOEKK
APPLICATION FOR PATENT
"BATTERY CONDITIONING SYSTEM
HAVER CONTUNICATION WITH BATTERY
PARAMETER ITNOFY ITAM'S IN
CONJUNCTION THE BATTERY
CONDITIONING ATTY. COCKET 5717-1

Routecommander. Portable Data System

for bakery distribution



NORAND DATA SYSTEMS

BEST AVAILABLE COPY



Back at the deput, the system also speeds settlement. It produces a final sales report itemizing the entire day's activities on a single slip of paper. The salesman merely compares his cash, checks and charges against the system's totals. If they manh, he's done for the day.

Instead of spending an hour in the semement room, he's through in 10 to 15 minutes. And he leaves knowing everything is accurate to the

That means salesmen have fewer east doorages, a larger paycheck and improved job satisfaction. Once they fix of they Il never want to go book to the old way of working,

Aids management, too.

The line-item details collected by the Route commander® system can be processed at might by personal. computers at your depots. Or, it can be sent directly to your company's home office or regional computers.

organization together. Daily summary reports give

supervisors greater control over route productivity and inventory. The same data can be used to generate sophisticated management reports. That information can aid marketing efforts and help plan production more efficiently.

It's essential to running a "market driven" company. It lets you provide the right product to the right customer at the right time... the secret of success.

Since data is telecommunicated directly, costly keypunching and errors are eliminated. And statements can be mailed sooner to speed up cash flow.

Has this ever happened to you? Your merchandisers negotiate a promotion with a chain customer. When the promotion is scheduled to start, route salesmen fail to set up a special display and leave extra product.

"Electronic mail" brings your



Perhaps they were never notified or perhaps they simply forgot. Either way, it doesn't reflect well on your company.

The Route-commander system assures communications via "electronic mail." Messages and instructions can be transmitted from headquarters to supervisors at depots. Or, to salesmen on the route where they appear at appropriate

No more missed sales. No

